

Message Text

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INFO OCT-01 EUR-12 ISO-00 EB-07 /020 R

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APPROVED BY EB/OCA/CM:BEBYRON

COM/SAD/LCCOZART

COM/ITGR/LINDSTROM

COM/DM/HHEIKENEN

EUR/WE:JSWIHART (INFO)

EUR/SE:RDELABARRE (INFO)

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P 262250Z NOV 75

FM SECSTATE WASHDC

TO AMEMBASSY ATHENS PRIORITY

AMCONSUL GENOA

AMCONSUL NAPLES

AMEMBASSY ROME

AMCONSUL ZAGREB

INFO AMEMBASSY BELGRADE PRIORITY

AMCONSUL FLORENCE

AMCONSUL MILAN

AMCONSUL PALERMO

AMCONSUL THESSALONIKI

AMCONSUL TRIESTE

UNCLAS STATE 280486

TAGS: BEXP, GR, IT

--- 16 - MAR. 3, 1976

REF: (A) STATE 249095 (B) ROME 15844 AND 16547

1. DELETE DIXIE DREDGE CORP. AND DELTA CREOSOTING CO. AS
MISSION MEMBERS. ADD DEARMAN MANUFACTURING PRODUCTS INC.
(PIPE WELDING CLAMPS, RIM-TYPE REFORMING CLAMPS, PIPE
WELDING ACCESSORIES) T. C. DEARMAN, PRESIDENT. TOTAL
NUMBER OF MISSION MEMBERS ELEVEN.

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2. BUSINESS INTERESTS IN ADDITION TO DIRECT SALES AS FOLLOWS: DISTRIBUTORSHIP--DEARMAN, DUNBAR KAPPLE (REPRESENTED IN GREECE); AGENCY ARRANGEMENT--LESLIE (GREECE AND YUGOSLAVIA) HYDRONAUTICS (ITALY AND GREECE); DEALERS--MARATHON LETOURNEAU; JOINT VENTURE-MCMULLEN; LICENSE ARRANGEMENT--WESTERN GEAR.

3. TENTATIVE SCHEDULE FOR THE ADVANCE OFFICER IS AS FOLLOWS: ROME (JAN. 26-27), NAPLES (JAN. 28-30), GENOA (FEB. 2-4), YUGOSLAVIA (ZAGREB, RIJEKA, BAR) (FEB. 5-10), ATHENS (FEB. 11-14) ROME (FEB. 15) FOR TRADE MISSION BRIEFING. IT IS ANTICIPATED ADVANCE OFFICER WILL ALSO VISIT TRIESTE DURING HIS ITALIAN STOP.

4. USDOC AIRMAILING NOVEMBER 21 THROUGH APO OR FPO TO ROME, GENOA, NAPLES AND ATHENS AND DIPLOMATIC AIR POUCH TO BELGRADE THE FOLLOWING: COMPANY LITERATURE, MISSION MEMBER INFORMATION SHEETS, BUDGET GUIDELINES, PRESS RELEASES, THE PRINT PACKAGE AND MISSION SCHEDULE. ACKNOWLEDGE RECEIPT.

5. FOR ROME: REFERENCE YOUR ROME 15844 AND 16547. SUGGESTED VISIT TO TRIESTE APPROVED. REQUEST NAME OF HOTEL. PRINTING OF ONE BROCHURE FOR NAPLES, GENOA AND TRIESTE IS ACCEPTABLE.

6. FOR ZAGREB: REQUEST NAMES OF HOTELS. KISSINGER

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NNN

Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 26 NOV 1975
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Authority: n/a
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 JAN 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1975STATE280486
Document Source: CORE
Document Unique ID: 00
Drafter: SAD/ELCARTERON/EMB
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: D750412-0658
From: STATE
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1975/newtext/t19751110/aaaaaihh.tel
Line Count: 88
Locator: TEXT ON-LINE, ON MICROFILM
Office: ORIGIN COME
Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: n/a
Previous Handling Restrictions: n/a
Reference: 75 STATE 249095, 75 ROME 15844
Review Action: RELEASED, APPROVED
Review Authority: GolinoFR
Review Comment: n/a
Review Content Flags:
Review Date: 28 NOV 2003
Review Event:
Review Exemptions: n/a
Review History: RELEASED <28 NOV 2003 by ReddocGW>; APPROVED <29 JAN 2004 by GolinoFR>
Review Markings:

Margaret P. Grafeld
Declassified/Released
US Department of State
EO Systematic Review
06 JUL 2006

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: n/a
TAGS: BEXP, GR, IT
To: ATHENS MULTIPLE
Type: TE
Markings: Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 06 JUL 2006